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|  |  | aflal ahmeD Profile A Management Accountant with Event Project Management & Airline background. I have wealth of analytical, and system knowledge, specially working with large data and market intelligence tools.  Executive level Management reports, Corporate Financial Reports, Financial Planning, Business analysis, Budgeting, Project Management, develop systems, improve processes, improve internal audit function and cost cutting initiatives. Management of revenue, Event management for Airline shows and executed pricing in private charter in Gulf and EU region. Have prepared Budgets and strategic forecast for Qatar Airways, Qatar Executive, and FIFA 2020 worth more than 4 billion USD.  Managed and reported group management accounts for C level managers worth over 7 billion USD.  A highly focused and motivated individual who strives to maintain the highest quality. Work independently or with a team, with an ability to execute, motivate and support others. |
| Contact Phone Number: +97433983510 -+94779807976 - +971589598231  Current Location: Premier Inn Airport Road Dubai, UAE  Home :114/2 Sri Saranangara Road Dehiwala  Colombo  Sri Lanka  EMAIL: [afi\_aflal@icloud.com](mailto:afi_aflal@icloud.com) Business inelegent TOOLS & Systems  * ORACLE & SAP (ERP) * Quantum Reporting Tools * Excel4Apps * SAGE & Force (Accounting Tools) * QR Airline Pricing * Quadrille Pricing  Hobbies  * Hiking * Target Shooting * Traveling * Shopping |  | Higest Education **ACMA Associate of the Chartered Institute of Management Accountants**  **CGMA Chartered Global Management Accountant**  Dec 2006 – oct 2010  [Management Accounting, Costing, Marketing, HR, Project Management etc.] BA Hon University of Sunderland UK July 2008 – December 2010  [Marketing and Project Management] FIAB UK International Association of Bookkeepers December 2000 – July 2001[Accounting] IDM Diploma in Computer Studies Sri Lanka July 2002 – October 2003  [VB, HTML, Coding and Advance Excel Formulas] WORK EXPERIENCE[[TMS Global] [July 2021 to date] Operations Manager Transport [TMS Global] [Project Senior Finance Manager FIFA 2022] [November 2019]– [June 2021] Full time  Project Finance Manager for FIAF 2022 Doha Qatar. Controlling the Budget and Cashflow for the FIFA project and Prepare reports to the Ministry of Finance & Transport Management services FIFA.  Handle the total Manpower Budget and provide management information for the HR process. Identify areas to improve efficiency in terms of cost and performance for FIFA staff recruitment.  Handing matchday operational activities, such as allocating spectators and resolving traffic issues. Coordinating with bus drivers to load spectators on time and depart the buses on time to reduce congestion at the parking area.  Monitor Bus driver live performance and resolve issues on the ground to keep a smooth operation all the time.  Keep track of the arrival and departure and provide a performance report at the end of the match day.  Help crowed movement and take quick decisions to avoid bottleneck.  Designed and implementation of the total payroll system for 5400 headcounts. Prepared and presented FIFA Transportation budget for the Ministry Finance Minister Qatar. [TITAN Aviation] [Finance Manager] [November 2017]– [October 2019]  Financial reporting, Revenue development and aircraft block our sales and leasing. Improve regional market strategy and pricing. Overlook and control marketing and commercial budget.  Improved sales by 2.7 % by introducing new pricing system. [Qatar Executive] [Lead Pricing Analyst] [January 2016]– [August 2017]  Improve marketing by directly interacting with VVIP customers, promoting the unique product & services. Support the business decision making process by using a range of analytical techniques and market monitoring tools to manage pricing within a portfolio of allocated markets. Ensure that right price at a right time, given competitive environment and the business needs.  Manage demand and price during periods of peak demand and special events. Lead the implementation and adaptation of any new inventory or pricing. Manage pricing discussions with Commercial Agreements, and corporate dealing teams as appropriate.  Evaluate the effectiveness of the price points with a view to dynamically price Jet Card Contracts, Charter Flights, (MRO) Services, (FBO) Services, Managed Aircraft Services and Concierge Services with view to ensure budget volumes and values for each line of business is achieved.  Introduced designed and implemented new pricing system.  Improved profitability by maximizing efficiency on one leg routs. [Qatar Airways Ground Handling] [Finance Analyst] [November 2013]– [December 2015]  Preparation of financial and strategic planning. Analyzing monthly financial statements and produce periodic financial forecasts and projections. Review and prepare analyses of potential new business ventures. Maintaining and updating key operational statistics of the airline, constantly sought at various levels of management for decision-making.  Finalized outstation budgets with high level of accuracy and minimized variance between actual and budget below 1 %.  Reduced management reporting time by 2 days by automatic reports using GL Wand. [Qatar Airways] [Senior Finance assistance] [October 2010]– [October 2013]  Coordinating with outstation cells across Europe and Americas to make sure the stations adhere to policies and procedures. Provide information on a timely basis, keeping strict adherence to targets. Manage operational KPI’s. MIS reporting and monitor the overall station Finance function.  Developed contract management system to monitor expiring contracts and to control accounts payable. [Ahamed International Airport Qatar] [Senior Finance and Procurement officer] [August 2010]– [September 2010]  Contract payable and executing Airport operation related Contracts and Procurement. (Tender process & RFQ etc.)  Helped atomate revenue collection at airport exists.  Developed and designed telephone payment system.  Improved efficiency in accounts payable and revenue collection. [Qatar Aviation Services] [Finance Assistant] [January 2008]– [June 2010]  Preparing and verifying monthly management accounts for Airline Ground handling. [ E&Y Sri Lanka] [Internal Audit Supervisor] [March 2005]– [December 2006]  Preparing Tax and internal audits. Prepare management & System Audit, on new ERP systems. Planning and supervising tax audits and reporting. **SKILLS** |
|  |  | *Achievements* |

* *Headed the marketing sales promotion team during Dubai Airshow and Paris Airshow in 2016-2017*
* *Identified new market opportunities in Asian subcontinent. Improved average block hours by 15% & sales by 7%*
* *Executed business plan for FBO services. Aircraft lease & Block hour sales*
* *Saved 1.5 million USD by renegotiating with Gulf Stream Aeronautical on “pilot training contracts and manuals”.*
* *Developed a new system which helped to quote live block hour rates. Improved revenue by 20%*
* *Prepared and reviewed Ground Handling Budget worth 1Billion USD for 165 stations across 83 countries.*
* *Helped HR department to prepare station roster to improve manpower utilization. System development in ORACLE where contract documents could be uploaded into the ERP system. Saved manual task 48-man hours.*
* *Preparation and presentation of 5.8 billion USD FIFA 2022 Qatar Transport Budget to the Qatar Finance Ministry*

Reference: To be provide upon request.